INDEX FOR 1950

(Numbers refer to pages)

Accident and health insurance. July, 17
Accident and Health Looks Ahead, C. A. Kulp.....May, 15
Agent and the Backman Study, J. P. Hacker.....Jan., 11
Agent, performance of.....Sept., 15
Agents Test the Market, The..Nov., 11
Ainslie, George F., **The Right Time Is Right Now**.....July, 11
Annual Meeting of the Association .....July, 10
Automobile insurance.....May, 41
Automobile rating.....May, 9
Avoid Those Forgery Losses! Walter J. Nichols.....Mar., 56

Bay State Licks Accidents, The, Rudolph F. King....Sept., 35
Bennem, W. H., **Fidelity Bonds in a War Economy**.....Nov., 22
Bicycle Safety Is Good Business .....Sept., 47
Binders, Don't Abuse Those, Bernard G. Brissman.....Jan., 58
Boate, Thomas N., **Your School Can Afford It**.....May, 49
Bonding .....March Complete edition
Bonding Financial Institutions, Raymond H. Dexter.....Mar., 35
Bonds, public employee.....July, 11
Bowen, Harold S., **Personal Service Pays**.....Sept., 15
Brewster, William H., **Rating the Youthful Driver**.....May, 9
Brissman, Bernard G., **Don't Abuse Those Binders!**.....Jan., 58
Burglary and theft insurance..July, 1
Burnside, O. S., **Know Garage Liability Insurance**.....May, 55

Cahill, James M., Casualty Rating in 1950.....Jan., 44
Casey, Frank P., Judicial Bonds —A Vast Market.....Mar., 12
Cash Sickness—Now and Tomorrow, Richard C. Wagner...July, 35
Casualty Rating in 1950, James M. Cahill.....Jan., 44
Challenge to State Regulation, A, Ray Murphy.....Jan., 51
Challenge to the Ladies, A, Gladys Main .....May, 35
Choumenkovitch, Milorad I., **Insurance Under Communism** .....Sept., 24
Combination residence.....Nov., 1
Complete Coverage for the Car, Howard S. Omsberg.....May, 41
Comprehensive 3-D.....Sept., 1
Conlon, Charles C., **Selecting the Contract Bond Risk**....Mar., 42
Contract bonds .....Mar., 42
Cooper, Charles S., **Let's Celebrate a Birthday**.....Sept., 1
Country's Biggest Business, The, Philip P. Laing.....Mar., 21
Court bonds .....Mar., 12
Criddle, A. H., **Is Your Slip Showing?** .....May, 23

Delaware's Driver Program Pays, Herbert J. Stack....July, 52
Dexter, Raymond H., **Bonding Financial Institutions**.....Mar., 35
Dickey, Donald F., Okla. Insurance Commissioner ....May, 30
Disability benefits laws.....July, 35
Don't Abuse Those Binders! Bernard G. Brissman.....Jan., 58
Dorsett, J. Dewey, **Young Drivers Can Be Safe**.....Jan., 38
Our Little Hatchet.....Sept., 53
Driver education .....Jan., 38 May, 49 July, 52, 54
Driver institutes .....July, 54

Election of officers.....July, 10
Ewing, Esmond, **Protect Human Values, Too** .....Nov., 41

Fertile Fidelity Field, The, Edgar F. Foster.....Mar., 3
Fidelity bonds.....Nov., 22
Fidelity and surety bonds.....March Complete edition
Fidelity and surety insurance.Jan., 11
Fiduciary bonds .....Mar., 12
Financial Institutions, Bonding, Raymond H. Dexter..Mar., 35
Fire Insurance, What's Ahead For, W. Ross McCain.....Jan., 19
Forgery bonds .....Mar., 56
Foster, Edgar F., **The Fertile Fidelity Field** .....Mar., 3

Gaps in Compensation Coverage, Henry B. Suter....Sept., 42
Garage liability insurance....May, 55
Glass insurance .....Sept., 9
Glass Is a Good-Will Builder, H. J. McCloskey.....Sept., 9
Government Insurance in the U. S. ..... Nov., 29

Hacker, J. P., **Agent and the Backman Study, The**.....Jan., 11
Health insurance .....July, 17
Heard, Manning W., **Annual Meeting** .....July, 10
Hershey, Harry Bryant, Ill. Insurance Commissioner ...Jan., 18

Iago, John J., **A Tale of Two Wars** .....July, 1
Infantile paralisis .....July, 17
Insurance Under Communism, Milorad I. Choumenkovitch .....Sept., 24
Is Your Slip Showing? A. H. Criddle.....May, 23

Johnson, O. Shaw, **Tomorrow Is Yours—If!** .....Jan., 25
Judicial Bonds—A Vast Market, Frank P. Casey.....Mar., 12

King, Rudolph F., **The Bay State Licks Accidents**.....Sept., 35
Know Garage Liability Insurance, O. S. Burnside.....May, 55
Kulp, C. A., **Accident and Health Looks Ahead**.....May, 15

Laing, Philip P., **The Country's Biggest Business** .....Mar., 21
Leslie, Artemas C., Pa. Insurance Commissioner .....Sept., 23
Let's Celebrate a Birthday, Charles S. Cooper.....Sept., 1
Lloyd, W. Kenyon, **Partners for Public Service** ..... Nov., 35
Luecke, E. H., **Sell Accounts, Not Policies** .....July, 25

Market survey ..... Nov., 11
Matthai, Joseph F., **Annual Meeting** .....July, 10
McCain, W. Ross, **What's Ahead for Fire Insurance?**.....Jan., 19
McCloskey, H. J., **Glass Is a Good-Will Builder**.....Sept., 9
Main, Gladys, **A Challenge to the Ladies!** .....May, 35
Miscellaneous bonds .....Mar., 49
Multiple line underwriting...July, 25 Nov., 41
Murphy, Ray, **A Challenge to State Regulation** .....Jan., 51

National Association of Insurance Agents .....Jan., 25
National Foundation for Infantile Paralysis .....July, 17
Nichols, Walter J., **Avoid Those Forgery Losses** .....Mar., 56
Non-statutory bonds.....Mar., 21

Omsberg, Howard S., **Complete Coverage for the Car**.....May, 41
Our Little Hatchet, J. Dewey Dorsett.....Sept., 53

Partners for Public Service, W. Kenyon Lloyd.....Nov., 35
Personal Service Pays, Harold S. Bowen.....Sept., 15
Polio insurance .....July, 17

Pope, Robert W., **Protect Every Man's Income**.....July, 17
Porter, David, **Why a Fidelity-Surety Issue?** .....Mar., 1
Premium breakdown .....May, 1
Problems and Opportunities, Some, Paul Rutherford.....Jan., 1
Profit in Miscellaneous Bonds, Albert H. Russell.....Mar., 49
Protect Every Man's Income, Robert W. Pope.....July, 17
Protect Human Values, Too, Esmond Ewing.....Nov., 41
Public employee blanket bonds .....July, 11
Public employee bonds.....Mar., 21
Public officials bonds.....Mar., 21

Rating, Casualty in 1950, James M. Cahill.....Jan., 44
Rating the Youthful Driver, William H. Brewster.....May, 9
Right Time Is Right Now, The, George F. Ainslie, Jr.....July, 11
Robinson, T. K., **An Unwritten Principle**...Nov., 51
Russell, Albert H., **Profit in Miscellaneous Bonds** .....Mar., 49
Rutherford, Paul, **Some Problems and Opportunities**.....Jan., 1

Selecting the Contract Bond Risk, Charles C. Conlon...Mar., 42
Sell Accounts, Not Policies, E. H. Luecke.....July, 25
Selling Combination Residence, Harold F. Webber.....Nov., 1
Smith, Seymour E., **Where Do Premium Dollars Go?**.....May, 1
Some Problems and Opportunities, Paul Rutherford.....Jan., 1
Southall, Spalding, Ky. Insurance Commissioner.....Nov., 21
Stack, Herbert J., **Delaware's Driver Program Pays**.....July, 52
State Regulation, A Challenge to, Ray Murphy .....Jan., 51
Statutory bonds .....Mar., 21
Stott, John C., **Wake Up and Live!** .....July, 44
Strasser, Marland K., **The Teacher Goes to School**....July, 54
Suter, Henry B., **Gaps in Compensation Coverage** .....Sept., 42

Tale of Two Wars, A, John J. Iago.....July, 1
Teacher Goes to School, The, Marland K. Strasser.....July, 54
Temporary disability laws....July, 35
Terry, Lewis M., Utah Insurance Commissioner ...Mar. 30
Theft insurance .....July, 1
Tomorrow Is Yours—If! O. Shaw Johnson.....Jan., 25
Traffic safety, Massachusetts.Sept., 35

Unwritten Principle, An, T. K. Robinson.....Nov., 51

Wagner, Richard C., **Cash Sickness—Now and Tomorrow**..July, 35
Wake Up and Live! John C. Scott.....July, 44
Webber, Harold F., **Selling Combination Residence** Nov., 1
What's Ahead for Fire Insurance, W. Ross McCain.....Jan., 19
Where Do Premium Dollars Go? Seymour E. Smith.....May, 1
Why a Fidelity-Surety Issue? David Porter .....Mar., 1
Women in insurance.....May, 35
Workmen's compensation ...Sept., 42

Young Drivers Can Be Safe, J. Dewey Dorsett.....Jan., 38
Your School Can Afford It! Thomas N. Boate.....May, 49

Sales Promotion
Agents' qualifications
"Ten Questions".....Sept., 50
Automobile liability insurance
"Some Pertinent Questions" .....July, 51

Automobile medical payments
"It's Good Business"...Sept., 51
"Change That Refreshes, The" .....Nov., 50
Competition, "No Cause for Complaint" .....Nov., 49
Comprehensive personal liability
"Scratch a Hobby—Find a CPL!" .....July, 48
Coverage, adequate
"Form-Fitting Protection" .....Sept., 49
"Dwelling, Contents Coverage" .....Jan., 36
"Five Deciding Factors"...July, 50
Household Contents, "Your Client Will Be Grateful".....Nov., 48
Merchandise, control of
"Tip Off Your Clients"..Sept., 50
Multiple line
"You Owe It to Yourself" .....Sept., 48
"Perpetuate Your Agency".July, 50
"Public Relations" .....July, 49
Renewal enclosures .....Nov., 49
"Production Plus Protection" .....Jan., 37
Residence glass insurance
"Insure the Excess, Too".July, 48
Salesmanship
"How—Why—Where!"..Sept., 48
Sales Talk
"Check Those Cavities!" Sept., 50
"Strike While Iron Is Hot" Nov., 50
Television
"Roof-Top Survey" ....Sept., 49
"Twelve Tested Ideas"...Jan., 35
"Working Cold Canvass"..Sept., 51

"I don't get this setup—he gives us all the same letter and then picks the one that makes sense!"